

# Trade and Project Financing Seminar



## JOHN DEERE

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Dear Kazakhstani Entrepreneur:

On September 5, the U.S. Commercial Service in Almaty and the American Chamber of Commerce in Kazakhstan will be holding their first Trade and Project Financing Seminar, a half-day conference designed to inform you about the variety of financing solutions available to fund imports and how to take advantage of the business opportunities the weaker dollar provides you in sourcing U.S. goods and equipment.

The event will feature the Senior Vice President and Chief Operating Officer from the U.S. Export Import Bank, as well as speakers from local and foreign banks that provide import financing and leasing services and other local organizations involved in trade and project financing. This is an excellent opportunity to find new ways to effectively finance your firm's imports during a tight credit market.

The seminar will be held in the InterContinental Hotel, Almaty on September 5, 2008, from 8:30 till 13:00.

Thanks to the generosity of our corporate sponsors, participation in this event is free. However, due to limited space, **pre-registration is required**. To reserve a space in this seminar, e-mail or fax the attached registration from to 250-4967 or e-mail: [Alamty.office.box@mail.doc.gov](mailto:Alamty.office.box@mail.doc.gov) For more information, call us at 250-4850. To view an updated agenda, you can also visit us at [http://www.buyusa.gov/kazakhstan/en/trade\\_events\\_by\\_almaty\\_office.html](http://www.buyusa.gov/kazakhstan/en/trade_events_by_almaty_office.html).

Organized by:



# **Trade and Project Financing Seminar**

**Friday, September 5, 2008**  
**Intercontinental Hotel, Abai Room**  
**Registration begins at 8:30 am**  
**Seminar begins at 9:00 am**

## **Registration Form\***

Name: ..... Title/Position: .....

Organization: .....

Street, City: .....

Phone: ..... Fax: ..... E-mail: .....

\*Thanks to the generosity of our sponsors, this seminar is free for participants. However, preregistration is required. Please scan and e-mail this form to [Alamty.office.box@mail.doc.gov](mailto:Alamty.office.box@mail.doc.gov) or fax it to 250-4967.

# **Trade and Project Financing Seminar Agenda**

- 8:30    **Registration**
- 9:00    **Opening Remarks**  
Stuart Schaag, Senior Commercial Officer, US Commercial Service, Almaty
- 9:05    **Welcoming Remarks**  
The Honorable John Ordway, U.S. Ambassador to Kazakhstan
- 9:15    **Key Note Address – U.S. Export Import Bank’s Perspective on Central Asia**  
John McAdams, Chief Operating Officer and Senior Vice President for Export Finance, U.S. Export Import Bank
- 9:30    **Fundamentals of Using U.S. Export Import Bank Financing**  
Jeffrey Abramson, Vice President, Trade Finance and Insurance, U.S. Export Import Bank
- 9:45    **Case Study: The Role of Kazakhstani Banks in Providing Import Credit**  
Timur Sabyrbaev, BankTuranAlem
- 10:00    **Case Study: How Import Credit Financing Revived Kazakhstan’s Agriculture Sector**  
Representative from John Deere
- 10:15    **Trade Finance Roundtable**  
Moderator:     Doris Bradbury, Executive Director, American Chamber of Commerce  
Panelists:     Jeffrey Abramson, Vice President, U.S. Export Import Bank  
                     George Iosifyan, BankTuranAlem  
                     Raushan Musabekova, Head of Ex-Im Finance, KKB  
                     Representative, Halyk Bank (invited)  
                     Representative, ATF Bank (invited)
- 11:00    **Coffee Break**
- 11:30    **Sourcing Equipment from the U.S.**  
Azhar Kadrzhanova, Commercial Specialist, U.S. Commercial Service in Almaty
- 11:35    **The U.S. Overseas Private Investment Corporation – Investing in Growth**  
Stuart Schaag, Senior Commercial Officer, US Commercial Service
- 11:45    **Leasing Solutions: Business Leasing Kazakhstan**  
Assiya Alzhanova, General Manager, LLP “Business Leasing Kazakhstan”
- 12:00    **Project Financing Solutions from Europe**  
Andre Kuusvek, Director for Kazakhstan, EBRD (invited)
- 12:15    **Q&A**